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## Peru

## Exporter Guide

## Annual

## 2005

**Approved by:**

Melinda D. Sallyards  
U.S. Embassy

**Prepared by:**

Violeta Gutierrez

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**Report Highlights:**

Peru's economy is considered one of the most vibrant in Latin America today. The upcoming Andean Free Trade Agreement, fast growth of supermarkets, fast food chains, gourmet restaurants and new investments in lodging offer valuable opportunities for U.S. exporters of high-value products. Best product prospects include cheeses, snacks, pet food, fruit and vegetable juices, fresh fruits and food ingredients. This report intends to summarize key trade and market aspects to help U.S. importers entering Peru's food market.

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[PE]

## Table of Contents

Section I. Market Overview	<a href="#"><i>Page 3 of 13</i></a>
Section II. Exporter Business Tips	<a href="#"><i>Page 5 of 13</i></a>
Section III. Market Sector Structure and Trends	<a href="#"><i>Page 6 of 13</i></a>
Section IV. Best High-Value Product Prospects	<a href="#"><i>Page 8 of 13</i></a>
Section V. Key Contacts and Further Information	<a href="#"><i>Page 10 of 13</i></a>
Table A. Key Trade & Demographic Information	
Table B. Consumer Food & Edible Fishery Product Imports	
Table C. Top 15 Suppliers of Consumer Foods & Edible Fishery Products	

## Section I. Market Overview

Peru's economy is one of the most vibrant in Latin America. Gross Domestic Product (GDP) grew an estimated 4.5 percent in 2004, after expanding 3.8 percent in 2003 and 4.9 percent in 2002. Growth was driven by construction, mining, foreign investment, domestic demand and exports. GDP reached \$67 billion in 2004 and is expected to grow 4.5 percent in 2005. In 2004 inflation was 3.5 percent, forecasted for 1.7 percent for 2005. The fiscal deficit fell to 1.4 percent of the GDP.

### Peru's Total GDP and Agricultural GDP in billion dollars (2001 - 2005)

Year	Total GDP		Agricultural GDP		
	Total	Growth (%)	Total	Growth (%)	GDP's share (%)
2005*	42.2	5.8	3.6	5.0	8.5
2004	39.9	4.8	3.4	7.0	8.6
2003	38.1	3.8	3.2	2.3	8.6
2002	36.7	3.1	3.2	4.0	8.8
2001	35.5	2.7	3.1	-0.6	8.8

\* January - July 2005.

Sources: Statistics yearbook "Peru en Numeros 2004" and [www.inei.gob.pe](http://www.inei.gob.pe)

In 2004, total food sales were estimated in \$4.9 billion. Total consumer-oriented food imports reached \$293 million, growing 8.1 percent from 2003. Food imports, distributed between sectors, are 56 percent for the retail, 22 percent for the food processing and 22 percent for the food service. The U.S. was the fourth major supplier (\$23 million) with eight percent of market share, facing stiff competition from Chile (28 percent), Colombia and Argentina (each with 11 percent).

U.S. agricultural, fish and forestry exports to Peru continued to recover in 2004, totaling \$309 million, up 28 percent from 2003. U.S. most important exports to Peru in terms of total sales have primarily been bulk commodities—wheat, coarse grains and cotton. Wheat represents 49 percent of U.S. total agricultural exports. U.S. sales of consumer-oriented products declined in eight percent, but dairy products grew 45 percent.

Lima is the major market for consumer-oriented foods with almost one third of total population and more than 60 percent of the national income. High and middle-income consumers, currently the main market for U.S. food sales, reach around 1.6 million inhabitants and have a monthly family income of \$1,000 on average.

Fresh fruits, fruit and vegetable juices, canned fruits and vegetables, cheese, pet food and snacks constitute good prospects for U.S. suppliers, especially in supermarkets. Peru also offers opportunities for gourmet food in the high-end food service and retail sectors. Imported food ingredients (whey, protein concentrates, preparations for beverages and batter improvers) within the processing food and the food service sectors are also good bets.

Peru offers promising conditions for U.S. imported products due to the expansion of supermarket and fast food chains, a growing trend for processed food consumption, future investments in the food service sector and economic stability. However, major constraints are customer preferences for fresh food, limited purchasing power and tariff and non-tariff barriers.

Peru levies high duties on imports of corn, rice, sugar and dairy products through a price band system. In addition, Peru applies restrictive Sanitary and Phytosanitary (SPS)

requirements on beef, pork and poultry and has developed regional SPS regulations with the Andean Community.

Peru, along with Ecuador and Colombia, is negotiating the Andean Free Trade Agreement (FTA) with the United States which will allow lower tariffs for U.S. products and reduce or eliminate non-technical barriers. Peru signed an integration agreement with MERCOSUR, a major U.S. competitor in bulk commodities and meats and is also seeking to sign free trade agreements with the E.U and Chile both strong competitors for high-value products.

Social factors that affect consumer-ready product demand in Peru include urban expansion, especially in the suburbs of Lima, more participation of women in the workforce (38 percent), high percentage of young population that prefers eating fast food, and exposure to product supply information through media.

### Advantages and Challenges Facing U.S. Products in Peru

Advantages	Challenges
<ul style="list-style-type: none"> <li>➤ Upcoming Andean Free Trade Agreement (FTA).</li> <li>➤ Economic stability.</li> <li>➤ Appreciation for U.S. food quality and culture.</li> <li>➤ Supermarkets sales are growing fast mainly through opening new outlets in the suburbs of Lima.</li> <li>➤ New investments and Peruvian government support in tourism creates opportunities for food service development.</li> <li>➤ Fast food chains are expanding in Lima and in major cities (Arequipa, Trujillo, Chiclayo and Piura).</li> <li>➤ The food processing industry is concentrated in 86 companies accounting for 75 percent of sales.</li> <li>➤ The pet food market is growing rapidly (30 percent annually).</li> <li>➤ People are becoming aware of diet, light and healthy food products through media.</li> </ul>	<ul style="list-style-type: none"> <li>➤ Peruvians prefer meals based on fresh products.</li> <li>➤ Lack of brand awareness among consumers.</li> <li>➤ New local food brands appearing in the market at very low prices.</li> <li>➤ Low purchasing power; 76 percent of Peruvian population are low-income consumers.</li> <li>➤ Price band imposed on "sensitive" products: corn, rice, sugar and dairy products (but will be eliminated under an FTA).</li> <li>➤ Supermarkets, the main source of imported food products, account for only 24 percent of total retail food sales in Lima.</li> <li>➤ High tariffs applied to most food imports until FTA is signed and comes into force.</li> <li>➤ A government promoted campaign called "Buy Peruvian".</li> <li>➤ Smuggling.</li> </ul>

## Section II. Exporter Business Tips

- ❑ Peruvian diet is based on fresh products and spicy seasonings.
- ❑ Imported food products have an import tariff rate that varies according to the type of product, ranging between 12 and 25 percent.
- ❑ Corn, rice, sugar and dairy products (powdered milk, whey, cheese and butter) are subject to a price band (a variable levy) in addition to a fixed 25 percent tariff, but will be eliminated under an FTA.
- ❑ All imports are subject to a 19 percent local sales tax. Wine and liquors are assessed an additional selective consumer tax (ISC) of 20 percent, water and sodas, 17 percent and beer 27.8 percent.
- ❑ For further information on food standards and regulations, labeling and import procedures please refer to our latest Food and Agricultural Import Regulation and Standards Report PE5013.

### ❑ Food standards and regulations

Sanitary inspection, food registration, packaging and control regulations for food and beverages are included in the Supreme Decree No. 007-98-SA of September 25, 1998. Regulating local Agencies include the Sanitary and Phytosanitary Inspection Agency (SENASA) for inspection on animal and plant origin products and the General Environmental Health Bureau (DIGESA) for food and beverages. The agency in charge of labeling standards, labeling control and trademarks is the National Institute for the Defense of Competition and for the Protection of the Intellectual Property (INDECOPI).

### ❑ General import and inspection procedures

In order to clear Customs (SUNAT) it is required a Customs Unique Declaration (DUA), a commercial invoice, an airway bill or bill of lading, a packing list, an insurance letter and a food sanitary registry for food processed products (issued by DIGESA) or a Sanitary Certificate for animals, plants or their by-products (issued by SENASA).

Once the customs agent transmits the DUA electronically, SUNAT will determine the type of control for the merchandise within the following channels: green, orange and red. Channel green permits deliver of the product once duties are paid; channel orange requires review of the documentation and channel red requires the review of the documentation and physical inspection.

### ❑ Food and Beverage sanitary registration

The importer needs to submit a sworn application to DIGESA (available at [www.digesa.sld.pe](http://www.digesa.sld.pe)) accompanied with a certificate of free trade, the future label and the registration receipt (\$69 approximately). If the certificate is not available, the importer should present a document issued by the Peruvian Consulate in the country of origin. The sworn application includes the contact information of the importer's company and the manufacturer, his tax payer's identification (R.U.C.), the list of products requested and per each product its content, the results of physical-chemical and microbiological analysis, lot code system, expiration date, packing material and storage conditions.

This procedure will take no more than seven working days. The Sanitary Registration will be valid for five years from the date of issue and may be renewed between seven and sixty working days before the expiration date.

#### ☐ **Certificates for Animals, Plants and their by-products**

Before the product is shipped, the importer must request an import permit from SENASA (\$25 approximately). The exporter will provide to the importer the corresponding official sanitary certificate of the country of origin, including the specific certification requirements of SENASA.

Imports of beef, goat, sheep and venison and their products from the United States are banned due to BSE (Bovine Spongiform Encephalopathy). In October 2004, SENASA issued new import requirements on pork and pork products as well as fresh/frozen poultry and poultry products preventing imports. Currently, the Food Safety and Inspection Service (FSIS) is negotiating the requirements with SENASA.

The FSIS is the authority in charge of issuing certificates for meats and by-products. The Agricultural Marketing Service (AMS) issues U.S. Dairy products certificates.

#### ☐ **Labeling requirements**

Imported packaged foods must carry a separate adhesive label before reaching the point of sale with a Spanish translation of the label including the importer/distributor's contact information and R.U.C. Law 28405 of November 30, 2004 requires labeling for value-added products other than foods, which could be included in the future. In case imported products do not accomplish with these requirements for customs clearance, importers will be allowed to properly label them in private storages.

### **Section III. Market Sector Structure and Trends**

- ☐ In order to enter the Peruvian food market, U.S. exporters should contact local food processing companies, importers/wholesalers/distributors directly or indirectly through brokers, agents or representatives.
- ☐ Regardless of which strategy is chosen, personal visits are highly recommended. The local partner should be well known by the U.S. company before any permanent contractual arrangement is made.
- ☐ The local partner should be able to provide updated information on market consumer trends, current market development (merchandising, point of sales and promotion activities) and trade business practices.

#### ☐ **Food Service Sector**

In 2004 total food service sales in Peru represented approximately \$171 million and are estimated to grow four percent in 2005. Food imports were estimated at \$64 million of which 60 percent corresponds to high-end hotels and restaurants. Local fresh products satisfy 60 percent of the market demand due to lower prices and preferences in taste.

The niche market for U.S. exporters in this sector include high-end hotels and restaurants, family style restaurants, fast food chains and coffee shops. Fast food chains present the fastest growth with almost eight percent annually. The main

international food franchises represented in Peru are KFC, Mc Donalds, Pizza Hut, Chilli's, Domino's Pizza and Burger King. The local Bombos leads the fast food sales with half of the hamburger market (\$16 million).

In 2004 tourism reached 1 million visitors, and is expected to grow 12 percent in 2005 due to Peruvian government promotion and new investments in lodging of the international hotel chains ACCOR, Meliá, Casa Andina, Orient Express and Marriott.

#### ❑ Food Processing Sector

In 2004 total food processed sales were estimated at \$3.1 billion of which \$65 million were imported. For 2005 growth of this sector is estimated in four percent for total sales and three percent for imports.

Food processors are concentrated in 86 companies, which represent 75 percent of total sales. Major local, shared with foreign investment, food-processing companies include Alicorp (dairy, snacks, food ingredients, sauces, pasta), Backus and Ambev Peru (breweries), Gloria and Laive (dairy products), San Fernando and Avinka (poultry meat and by products), Industrias Añños (sodas), Montana (food ingredients) and Destilería Peruana (alcoholic beverages).

Major prospects for the U.S. include food ingredients for the dairy, flavorings and baked goods industry.

#### ❑ Food Retail Sector

In 2004 Peru's food retail market was estimated at \$4.4 billion, of which 80 percent is concentrated in Lima. Supermarket chains almost reached \$1 billion of food sales, growing 12 percent in average in the last four years. They represent 24 percent of the market share in Lima, which is expected to double in five years, and 20 percent nationwide.

Five percent of the consumer-oriented products sold in supermarkets are imported. Although they are particularly sensitive to economic conditions, there is a growing trend and potential for U.S. food exports in dairy products (especially cheeses), snacks, fruit and vegetable juices, fresh fruits (especially pears, apples and grapes), canned fruits and vegetables and wines and liquors.

Supermarkets are expanding to peripheral areas around Lima, where purchasing habits in supermarkets need to be improved. These fast growing areas are constituted by low-income families, mostly concerned about price and quite indifferent on brand names.

The target market for supermarkets in Lima is divided into two groups: high and middle-income families with an average income per month of \$1,000 being around 1.6 million inhabitants and low income families whose average income per month is \$250 representing around 6.3 million inhabitants.

Wong and Supermercados Peruanos are the two major supermarket chains followed by Tottus, the newest one. Between them, Wong holds 65 percent of the supermarket market share and Supermercados Peruanos, recently bought by the local bank Interbank, 30 percent.

Wong and Supermercados Peruanos are also developing strategies to keep their position in the high-end sector by re-opening their high-end stores. Wong shortened the name of

its supermarkets from "E.Wong" to only "Wong" and is selling their customers the idea of better service but with fair prices. Supermercados Peruanos is gradually re-opening its supermarkets "Santa Isabel" offering a different brand and a modern layout with supermarkets "Vivanda" and through hypermarkets "Plaza Vea".

#### Section IV. Best High-Value Product Prospects

- ❑ Peru gives tariff preferences to the Andean Community (Bolivia, Colombia, Ecuador and Venezuela), and with Mexico, Paraguay, Argentina, Brazil, Uruguay and Cuba. Peru is an associated country to MERCOSUR and is also looking for bilateral free trade agreements with Chile (currently in negotiations) and the European Union.
- ❑ Neighboring countries, especially Chile, Colombia, Argentina and Brazil are major food exporters to Peru. Chile and Colombia are benefited from lower transport costs. Argentina is exporting to Peru with competitive prices due to the devaluation in 2002.
- ❑ The U.S. is negotiating the Andean free trade agreement (FTA) with Colombia, Peru and Ecuador. We are looking forward the implementation of this FTA sometime in 2006, which will allow lower or duty free tariffs for many food and agricultural products.

Product/ Product Category	Market Size 2005 est.	Imports 2005 est.	2001 - 2005 Avg. Annual Import Growth	Import Tariff Rate	Key Constraints Over Market Development	Market Attractiveness for the U.S.
Cheese	10,086 tons	2,205 tons  (\$7.1 million)	5 % (fluctua ting)	25% + Price band	- Cheese is subject to a price band. - Major competitors are neighbors (Argentina and Brazil). - U.S. high prices perceived at food service and retail sectors.	- U.S. holds 32% of imports and is the second supplier in Peru. - Used mainly in the food processing sector and fast food, but with potential in the retail and other food service. - Expected growth for 2005 is 17%.
Snack foods	\$34 million * (extruded and fried, confection ary is not included)	26,966 tons  (\$38 million)	7.61% (fluctua ting)	25%	- Major suppliers are neighbor countries Colombia, Chile, Ecuador and Brazil)	- Market with potential growth in HRI and Retail. - U.S. quality is appreciated.
Pet Foods	26,450 tons	11,043 tons  (\$7.48 million)	30%	12%	- Brazil held 48% and Argentina 44% of imports in 2004. - The U.S. is slowing down market share from 15 to 8% due to the ban on beef products/ingredients. - Local industry is getting stronger.	- Pet feeding care is growing fast. - The U.S. is still the third major supplier and the product quality is well recognized. - U.S. is exporting pet foods with chicken flavors and through ingredients for local pet foods.



Product/ Product Category	Market Size 2005 est.	Imports 2005 est.	2001- 2005 Avg. Annual Import Growth	Import Tariff Rate	Key Constraints Over Market Development	Market Attractiveness for the U.S.
Fruit & Vegetable juices	\$140 million	24,763 tons  (\$75 million)	16.5%	25%	- Colombia (29%) and Mexico (24%) are major suppliers.	- Growing market. - U.S. grew 20% in 2004 and is expected to continue growing. - U.S. is the third supplier with 13% of market share.
Fresh fruits	3.5 thousand tons	47,278 tons  (\$25.7 million)	21%	25%	- Chilean imports come duty free. - Chile keeps 98% of imports, U.S. 1.1%.	- U.S. exports in a window different from Chile. - U.S. Pears and recently grapes are appreciated in the high-end market.
Whey	7,188 tons	7,188 tons  (\$8 million)	24.6%	25%	- Major competitors are France (18%) and New Zealand (14%). - Included in price band.	- U.S. is the major supplier with 24.5% of market share. - Growing market: multiple uses in the food industry.
Other food preparations (HS 2106)	N/A	12,312 tons  (\$66 million)	16%	12%	- Major competitors are neighbors: Chile (31%) and Colombia (17%)	- U.S. is the third supplier with 14% of market share. - The market (food service and food processing sectors) is open to new products such as protein concentrates and preparations for beverages.
Batter improvers	297 TM	123 tons  (\$0.34 million)	1% (fluctuat ing, increased 45% in 2003)	12%	- Major competitor is Netherlands (28%).	- The U.S. is the second supplier with 21% of market share. - Importers are concentrated in four large companies.
Fruits and vegetables processed	N/A	35,272 tons  (\$28.4 million)	1%	25%	- Chile is the major competitor (40%) due to low prices.	- Consumer preferences especially for U.S. soups and sauces. - Total imports for the U.S. in 2005 are expected to recover.
Wine	12 million litres	5 million litres  (\$10.4 million)	4.5% (fluctuat ing)	17%	- Chile (58%), Argentina (28%) and Spain (7%) are major exporters. - Strong promotions from competitors. - Only regular wine consumers recognize U.S. wine quality.	- There is a niche market for quality wines on which the U.S. can be appreciated and price competitive according to future benefits from the FTA. - Post promotes U.S. wines taking advantage of the growing market for cheeses targeting the high-end sector. - Per capita annual wine consumption is growing from 0.4 liters in 1998 to 1 liter currently.

## Section V. Key Contacts and Further Information

If you have any question or comments regarding this report or need assistance exporting to Peru, please contact the Foreign Agricultural Service in Lima at the following address:

U.S. Embassy Lima, Foreign Agricultural Service (FAS)  
Mailing Address: Office of Agricultural Affairs, Unit 3785, APO AA 34031  
Address: Av. La Encalada cdra. 17, Monterrico, Lima 33  
Phone: (511) 434-3042  
Fax: (511) 434-3043  
E-mail: [Aglima@usda.gov](mailto:Aglima@usda.gov)

For further information, check the FAS web site [www.fas.usda.gov](http://www.fas.usda.gov) or our web site [www.usdaperu.org.pe](http://www.usdaperu.org.pe). Please, also refer to our other current food market related reports: Food and Agricultural Import Regulations and Standards (FAIRS), Food Processing Ingredients Sector, Retail Food Sector and HRI Food Service Sector.

### Trade Associations

*American Chamber of Commerce of Peru (AMCHAM)*  
President: Luiz Felipe Mauger  
Executive Director: Aldo Defilippi  
Address: Av. Ricardo Palma 836, Miraflores - Lima 18  
Phone: (511) 241-0708 / 705-8000  
Fax: (511) 241-0709  
Web site: [www.amcham.org.pe](http://www.amcham.org.pe)  
E-mail: [amcham@amcham.org.pe](mailto:amcham@amcham.org.pe)

*National Society of Industries (SNI)*  
President: George Schofield  
Address: Los Laureles 365, San Isidro - Lima 27  
Phone: (511) 421-8830  
Fax: (511) 442-2570  
Web site: [www.sni.org.pe](http://www.sni.org.pe)

*Hotel and Restaurant Association (AHORA)*  
President: Adolfo Perret  
Address: Av. Benavides 881, Lima 18  
Phone: (511) 444-7825  
Fax: (511) 444-4303  
Web site: [www.ahoraperu.com](http://www.ahoraperu.com)  
E-mail: [ahora@infonegocio.net.pe](mailto:ahora@infonegocio.net.pe)

### Ministries and Government Agencies

*Ministry of Agriculture (MINAG)*  
Minister: Eng. Manuel Manrique  
Address: Av. Salaverry 655 – Lima 11  
Phone: (511) 433-3034 / (511) 431-0424  
Fax: (511) 431-0109  
Web site: [www.minag.gob.pe](http://www.minag.gob.pe)

*The National Agricultural Sanitary and Phytosanitary Service (SENASA)*

Director: Dr. Victor Palma  
Address: Pasaje Francisco de Zela s/n, Lima (10<sup>th</sup> floor) – Lima 11  
Phone: (511) 313-3301  
Fax: (511) 313-3315  
Web site: [www.senasa.gob.pe](http://www.senasa.gob.pe)

*General Environmental Health Bureau (DIGESA)*

General Director: Eng. Jose Alberto Albinagorta  
Address: Las Amapolas 350, Urbanizacion San Eugenio - Lima 14  
Phone: (511) 442-8353 / 440-0071  
Fax: (511) 440-6797 / 422-6404  
Web site: [www.digesa.sld.pe](http://www.digesa.sld.pe)

*Customs (SUNAT)*

Superintendent: Dr. Nahil Hirsh  
Address: Av. Garcilazo de la Vega 1472 – Lima 1  
Phone: (511) 315-3300  
Fax: (511) 315-3318  
Web site: [www.aduanet.gob.pe](http://www.aduanet.gob.pe)

*National Institute for the Defense of Competition and for the Protection of the Intellectual Property (INDECOPI)*

President: Santiago Roca  
Address: Calle de la Prosa 138 - San Borja  
Phone: (511) 224-7800  
Fax: (511) 224-0348  
Web site: [www.indecopi.gob.pe](http://www.indecopi.gob.pe)

# APPENDIX 1. STATISTICS

## TABLE A. Key Trade & Demographic Information (2004)

Agricultural Imports From All Countries (\$million)/ U.S. Market Share (%) <sup>1/</sup>	1,570 / 22
Consumer Food Imports From All Countries (\$ million)/ U.S. Market Share (%) <sup>1/</sup>	293 / 8
Edible Fishery Imports From All Countries (\$ million)/ U.S. Market Share (%) <sup>1/</sup>	27 / 0.2
Total Population (Millions) / Annual Growth Rate (%) <sup>2/</sup>	27.5 / 1.5
Urban Population (Millions) / Annual Growth Rate (%) <sup>2/</sup>	22.3 / 1.8
Number of Major Metropolitan Areas <sup>2/3/</sup>	1
Size of the High-Middle Class (Millions) / Growth Rate (%) <sup>4/</sup>	2 / 3%
Per Capita Gross Domestic Product (U.S. Dollars) – 2003 <sup>2/</sup>	2,009
Unemployment Rate – 2003 (%) <sup>5/</sup>	8.4
Per Capita Food Expenditures (U.S. Dollars) <sup>6/</sup>	131
Percent of Females of Working Age <sup>7/</sup>	51.1
Exchange Rate (US\$1 = X.X local currency) <sup>6/</sup>	\$1 = S/. 3.34

<sup>1/</sup> Source: Peru's Customs 2004.

<sup>2/</sup> Source: Statistics Yearbook "Peru en Números 2004", Cuanto Institute.

<sup>3/</sup> Lima is the main city with 7.9 million inhabitants and 1.76% of annual growth. There are four other cities, Arequipa, Trujillo, Chiclayo and Piura, with more than 600,000 inhabitants.

<sup>4/</sup> Source: "Peru 2003, Social Economical Levels". Apoyo consultancy.

There are five social-economical levels in Peru of which A and B constitute the high-middle class.

<sup>5/</sup> Total Population in age of working (15 years or above) is estimated in 13.4 million. However, underemployment is 46 percent.

<sup>6/</sup> High and middle class consumers expend on food \$280 per month.

<sup>7/</sup> Women constitute seven million or 43 percent of the population in age of working. Eight percent of this amount is unemployed and 50 percent is underemployed.

<sup>8/</sup> Exchange rate as of September 2005. Local currency is the Sol.

TABLE B. CONSUMER FOOD &amp; EDIBLE FISHERY PRODUCT IMPORTS

<b>Peru Imports</b> (In Millions of Dollars)		<b>Imports from the World</b>			<b>Imports from the U.S.</b>			<b>U.S Market Share</b>		
		2002	2003	2004	2002	2003	2004	2002	2003	2004
<b>CONSUMER-ORIENTED AGRICULTURAL TOTAL</b>		260	271	293	27	25	23	10	9	8
Snack Foods (Excl. Nuts)		25	27	24	2	1	1	6	5	5
Breakfast Cereals & Pancake Mix		2	2	2	1	1	0	20	24	18
Red Meats, Fresh/Chilled/Frozen		15	19	18	1	2	0	10	10	0
Red Meats, Prepared/Preserved		2	2	2	1	1	0	21	20	8
Poultry Meat		5	4	2	1	1	0	20	0	1
Dairy Products (Excl. Cheese)		50	36	50	1	1	2	2	3	4
Cheese		6	7	6	2	2	2	27	25	25
Eggs & Products		3	2	1	1	1	0	2	4	1
Fresh Fruit		16	17	19	1	1	1	1	2	3
Fresh Vegetables		1	1	0	1	1	0	6	4	19
Processed Fruit & Vegetables		19	19	24	2	2	1	12	11	6
Fruit & Vegetable Juices		1	1	1	1	1	0	58	53	47
Tree Nuts		1	1	1	1	1	0	3	1	1
Wine & Beer		11	12	13	1	1	0	3	2	2
Nursery Products & Cut Flowers		1	1	1	1	1	0	2	19	1
Pet Foods (Dog & Cat Food)		5	6	5	2	1	1	33	21	15
Other Consumer-Oriented Products		99	115	125	14	14	14	15	12	11
<b>FISH &amp; SEAFOOD PRODUCTS</b>		24	26	27	1	1	0	0	1	1
Salmon		1	1	0	0	1	0	0	8	0
Surimi		1	1	0	0	0	0	0	0	0
Crustaceans		1	1	1	1	1	0	0	1	0
Groundfish & Flatfish		10	7	12	1	1	0	0	0	0
Molluscs		1	1	1	1	1	0	17	5	0
Other Fishery Products		13	16	13	1	1	0	0	1	2
<b>AGRICULTURAL PRODUCTS TOTAL</b>		1080	1015	1509	242	240	331	22	24	22
<b>AGRICULTURAL, FISH &amp; FORESTRY TOTAL</b>		1131	1074	1570	244	242	338	22	23	22

Sources: FAS's Global Agricultural Trade System using data from the United Nations Statistical Office; Peru's Customs 2004.

TABLE C. TOP 15 SUPPLIERS OF CONSUMER FOODS &amp; EDIBLE FISHERY PRODUCTS

**Peru - Top 15 Suppliers****CONSUMER-ORIENTED AGRICULTURAL IMPORTS**

	\$1,000	2002	2003	2004
Chile		71,796	72,145	81,504
Colombia		20,196	31,149	32,690
Argentina		18,454	24,232	32,288
<b>United States</b>		<b>26,844</b>	<b>25,045</b>	<b>22,856</b>
Brazil		14,444	14,731	12,267
New Zealand		21,510	14,589	19,565
Mexico		10,261	11,495	15,241
Bolivia		9,463	9,621	8,099
Ecuador		8,402	8,792	6,592
Australia		8,605	6,337	8,024
Netherlands		4,248	5,173	4,066
Venezuela		5,402	4,929	6,129
Canada		5,510	4,509	2,272
Spain		3,741	4,302	4,530
France		4,007	3,966	4,266
Other		27,521	29,813	32,787
<b>World</b>		<b>260,436</b>	<b>270,850</b>	<b>293,176</b>

**FISH & SEAFOOD PRODUCTS**

	2002	2003	2004
Chile	15,548	12,682	14,743
Ecuador	5,360	9,463	8,962
Japan	1,173	1,581	169
Panama	3	555	259
Spain	151	260	195
Taiwan (Estimated)	0	248	242
<b>United States</b>	<b>99</b>	<b>226</b>	<b>211</b>
China (Peoples Republic of)	35	190	214
Mexico	13	120	0
Argentina	8	91	139
Cyprus	3	77	0
Venezuela	527	49	0
Indonesia	3	41	32
Norway	0	37	83
Russian Federation	15	20	0
Other	667	95	1,872
<b>World</b>	<b>23,608</b>	<b>25,744</b>	<b>27,121</b>

Sources: United Nations Statistics Division; Peru's Customs 2004.